



APL Apollo Tubes Limited

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9M FY2019

Sales volume improves by 11% Y-o-Y to 9.21 lakh tons*

Net Revenues increases by 33% to Rs. 5,058 crore

EBITDA at Rs. 254 crore as against Rs. 268 crore in 9M FY18

New Delhi, February 14, 2019: APL Apollo Tubes Limited (APL Apollo), India's leading branded steel tubes manufacturer, announced its financial results for the quarter and nine months ended December 31, 2018.

Financial Performance Highlights

Performance Review for Q3 FY19 vs. Q3 FY18

- Sales Volume* improves by 12% to 3.15 lakh tons from 2.81 lakh tons
- Net Revenues increases by 29% to Rs. 1,691.2 crore compared to Rs. 1,314.4 crore
- EBITDA at Rs. 59.2 crore compared to Rs. 88.4 crore
 - The Company saw an inventory loss of Rs. 41.7 crore during Q3 FY19, which was led by steep fall in steel prices. Adjusted for the inventory loss, EBITDA stood at Rs. 100.9 crore in Q3 FY19, higher by 14% YoY
 - Adjusted EBITDA per ton stands at Rs. 3,203.9 / ton
- PBT at Rs. 19.6 crore as compared to Rs. 56.4 crore
- Net Profit after Tax at Rs. 12.9 crore compared to Rs. 35.9 crore

Note:

Net Revenues includes other operating income, which is a part of regular business income

*Excluding Trading & Scrap

EBITDA without other income

Performance Review for 9M FY19 vs. 9M FY18

- Sales Volume* improves by 11% to 9.21 lakh tons from 8.29 lakh tons
- Net Revenues increases by 33% to Rs. 5,058.2 crore compared to Rs. 3,815.4 crore
- EBITDA at Rs. 254.1 crore compared to Rs. 268.4 crore
- PBT at Rs. 131.5 crore as compared to Rs. 177.4 crore
- Net Profit after Tax at Rs. 86.5 crore compared to Rs. 115.5 crore

Commenting on the Company's performance for Q3 & 9M FY2019, Mr. Sanjay Gupta, Chairman, APL Apollo, said,

"We have reported a stable set of results during the quarter, registering a volume growth of 12%, despite a subdued demand environment. However, we reported a de-growth in our profitability, which was mainly due to inventory losses to the tune of Rs. 42 crore in Q3 FY19, caused by a steep fall in steel prices.

Operationally, in the last few years, we have leveraged on our innovation capabilities to expand our product offerings with an aim to improve market reach as well as create a distinct mark for our Brand. We have also undertaken several initiatives to be cost-effective in nature and are already one of the lowest cost producers in the industry. As we look ahead, we continue to focus towards launching new innovative products like Door and Window Frames and increasing portfolio of our higher-margin value-added branded products such as Direct Forming Technology (DFT) pipes, Tricoat pipes, and Galvanized Tubes (GI). These innovation-led products will help position APL Apollo as a technology-led global steel tubes company, going forward.

On the whole, with our focused branding approach, cost optimization strategies, our innovative product portfolio and other strategic efforts, we believe, we are well positioned to benefit from the recovery in macros and look forward to delivering healthy results over the longer term."

About APL Apollo Tubes Limited

APL Apollo Tubes Limited (APL Apollo) [BSE: 533758, NSE: APLAPOLLO] is one of India's leading branded steel products manufacturers. Headquartered at Delhi NCR, the Company operates six manufacturing facilities with a total capacity of 1.8 Million MTPA. It has a PAN-Indian presence with units strategically located in Sikandarabad (3 units), Bangalore, Hosur, Raipur and Murbad. APL Apollo's multi-product offerings include over 500 varieties of MS Black pipes, Galvanized Tubes, Pre-Galvanized Tubes, Structural ERW Steel tubes and Hollow Sections.

With state-of-the-art-manufacturing facilities, APL Apollo serves as a 'one-stop shop' for a wide spectrum of steel products, catering to an array of industry applications such as urban infrastructures, housing, irrigation, solar plants, greenhouses and engineering. The Company's vast 3-tier distribution network of over 600 dealers is spread all across India, with warehouses cum- branch offices in over 20 cities.

For more information about us, please visit www.aplapollo.com or contact:

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